

LIFE OF AN ATHLETE

Science-based drug and alcohol prevention kids can embrace PAGE 12

BONNIE DRAPER

Giving "makes my heart beat stronger" PAGE 14











FALL/WINTER 2015

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Cover photo by Paiwei Wei. A group of boys gets ready for an afternoon of activities at the Boys & Girls Club of Greater Nashua.

OUR MISSION

We seek to strengthen communities and inspire greater giving by:

- Investing charitable assets for today and tomorrow
- Connecting donors with effective organizations, ideas and students
- Leading and collaborating on important public issues

For more information, visit www.nhcf.org or call 800-464-6641.

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UP TO THE PROMISE

By Richard Ober, president and CEO



Inspiring. Committed. Hopeful. Visionary.
These are the words that come to mind when I think about the amazing work of everyone who is part of the New Hampshire Charitable Foundation's "network for good."

But one word stands out: Promise.

There is a promise at the core of all of the work that you do: A promise to strengthen communities, to make things better tomorrow than they are today.

This Foundation is a promise — one first made in 1962, and that endures today. We've put that promise into words:

We promise to be an enduring source of philanthropic capital equal to the potential of the communities and causes, the donors and doers we serve.

We commit to be a compassionate partner and a creator of partnerships. To generous donors, so that they can amplify the power of their giving. To visionary nonprofit leaders, so that they can get their best ideas off the ground and keep them there. To students, as they map their pathways for education and success. To thinkers and dreamers, who convene at our table to solve the biggest problems of our great state.

We show, through our daily actions, our passion and our resolve, that we believe in the people of New Hampshire. Today, tomorrow and always.

As temporary stewards of this timeless institution, nothing is more important to me, our staff and boards than being up to this promise.

Perhaps more than anything else, we simply must be up to the promise for the next generation.

In this issue of "Purpose," you'll read about New Hampshire Tomorrow, the Foundation's multi-year agenda to increase opportunity for New Hampshire's kids. Right now, too many of our young people miss out on the chance to reach their full potential. If we are to ensure a great future for New Hampshire, we've got to change that. And I am confident that we can.

Working together, we are up to this promise. ■

Dich



PITTSFIELD GETS "EPIC" NEW PLAYGROUND

Kids in Pittsfield say their new playground is "epic."

Foundation donor-advised fundholders helped the community of Pittsfield build a new playground at Drake Field, giving children a fun, safe and accessible place to play.

The old playground was way overdue for an upgrade: the swings had been declared unsafe and decommissioned, there were no climbing structures for kids to scale.

Three donor-advised fundholders came together with a combined \$37,500 toward the total \$52,500 cost of building a new playground for Pittsfield. The balance of the funding was provided by the school district, and volunteers came together to work on the project.

Kids have been writing letters to the Pittsfield School Board, which

spearheaded the project.

"I'm thankful for you building us a new playground and giving us new swings," wrote Kaitlyn.

A playground, of course, is more than the sum of its slides and swings. It is a statement to young people that they are valued by their community.

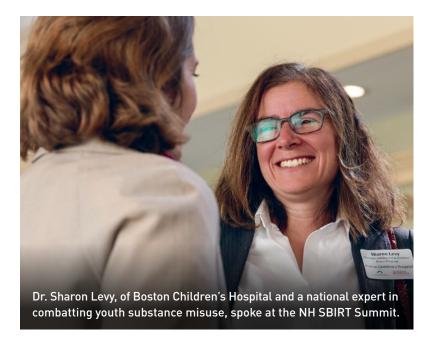
"Thank you for putting the swings back up and caring for us children," Taylor wrote.



BETTER TOGETHER

More than 100 nonprofit, business and government leaders from Maine, New Hampshire, New York and Vermont came together for the inaugural Northern Forest Regional Symposium at Bretton Woods in November.

The three-day conference, sponsored by the Neil and Louise Tillotson Fund and the Northern Forest Center, gave leaders the opportunity to reflect on the state of the region, celebrate and share successes, address shared challenges and help shape regional investment strategies.



SCREEN & INTERVENE

Dozens of health care providers gathered in October for the second NH SBIRT Summit to discuss a critical protocol that is helping in the fight against drug and alcohol addiction among New Hampshire's young people.

Implementation of SBIRT, or "Screening, Brief Intervention and Referral to Treatment," began in 2013 with the help of the Charitable Foundation and a \$2.25 million grant from the Conrad N. Hilton Foundation. SBIRT incorporates questions about drug and alcohol use into routine medical visits, helping medical professionals identify instances where intervention is needed.

Seven health care practices are implementing SBIRT for patients at 15 sites across the state with more practices expected to do so in 2016. The goal is to screen 10,000 young people by 2017; 2,000 have been screened to date.

TO LEARN MORE, VISIT WWW.SBIRTNH.ORG

ALL ABOARD



The Southern New Hampshire Planning Commission's efforts to bring commuter rail to Nashua and Manchester were bolstered by a \$30,000 grant from the You Have Our Trust Fund, a donor-advised fund at the Foundation. The grant

supports education and advocacy for a commuter rail service between Boston and New Hampshire's two largest cities. The commission is seeking matching funds from local businesses. ■

KUDOS



Harold Janeway is Concord's Citizen of the Year

The Greater Concord Chamber of Commerce named Harold Janeway, a longtime Foundation donor and volunteer, its 2015 Citizen of the Year.



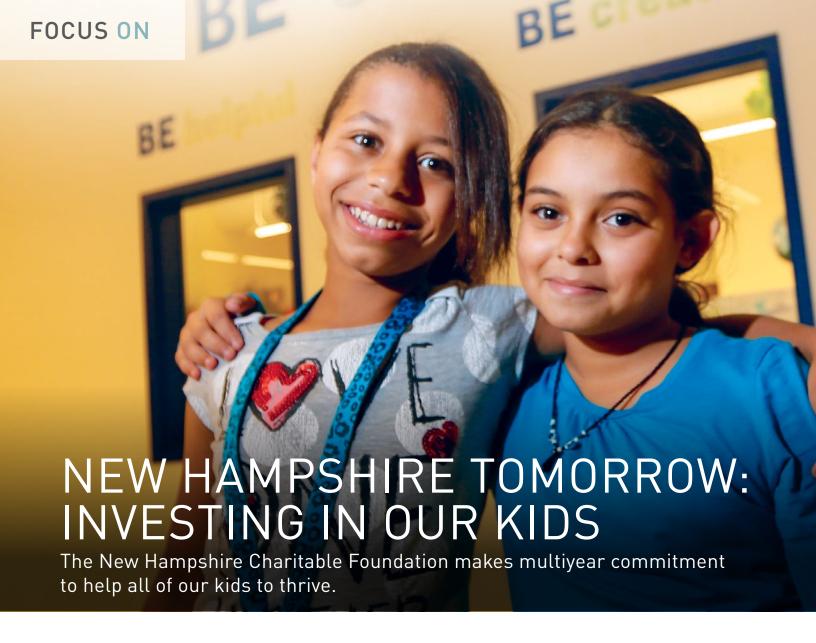
BIA honors Foundation donors and partners

The Business and Industry Association presented Richard and Barbara Couch, of Hypertherm, and Brad Cook, of Sheehan Phinney Bass and Green, with Lifetime Achievement Awards. The NH Center for Public Policy Studies was awarded the NH Advantage Award. Board Chairman Jim Putnam and Executive Director Steve Norton accepted.



Nonprofits recognized for management excellence

Lakes Region Childcare Services and the NH Children's Trust were presented with the Foundation's Excellence in Nonprofit Management Award.



assidy and Sarah grew up in the same New Hampshire mill town and went to the same public high school. Sarah grew up with cello lessons and field hockey and summer camps and Chinese language classes — and a belief in her own unlimited possibilities.

Cassidy did not. Her mother left an abusive marriage and raised four kids on the wages of a nursing assistant. Her father was in and out of jail. Cassidy's grades started to drop in high school. Higher education and upward mobility were never real considerations.

Cassidy quit school and had her first

child before she was old enough to vote. Sarah graduated from a prestigious liberal arts college and is planning to go to law school.

Cassidy and Sarah represent a stark reality for New Hampshire: Our kids face a growing "opportunity gap" that, for many, hinders their ability to reach their full potential — and threatens New Hampshire's future prosperity.

The Foundation's New Hampshire Tomorrow agenda is all about narrowing that gap.

Generous donors have made it possible for the Foundation to make a multiyear commitment, beginning with at least \$10 million in 2015 and in 2016, to increase youth opportunity. The Foundation will work to multiply those funds with additional investments from local and national partners.

New Hampshire Tomorrow has one goal: to ensure that all of New Hampshire's kids have the opportunity to thrive — from cradle to career.

The agenda includes strengthening
New Hampshire's system of early
childhood education to make sure that
all kids get a great start; supporting
families and youth; preventing and
treating drug and alcohol addiction
among young people; and helping
New Hampshire's kids get the higher
education and training they need to



thrive (see sidebar on p.8).

"We've identified proven programs where our work can make a difference," said Katie Merrow, Foundation vice president of community impact. "The science is clear on early childhood — 80 percent of brain development happens before children turn three. Families and kids need support — from parenting classes to youth mentoring. Drug and alcohol use seriously threatens our young people's health and potential. And our kids need more help than ever getting the higher education and training they need to succeed."

Each area of investment includes

"We have got to recognize that all New Hampshire kids are our kids, and that our state's future prosperity will depend on how well we help our kids to thrive today."

-Foundation President and CEO Richard Ober

strategic partnerships with the public sector, nonprofits, education and business.

Investment in New Hampshire's future

All of New Hampshire stands to gain: Strong, thriving children grow into capable adults who can contribute to a prosperous and sustainable society.

"As a community, as a state, we have got to do something about this," said Foundation President and CEO Richard Ober. "We have got to recognize that all New Hampshire kids are our kids, and that our state's future prosperity will depend on how well we help our kids to thrive today. Inequality of opportunity, combined with our aging population and slow population growth, represents a real threat to our long-term social and economic well-being."

"So this is not only a social obligation," Ober said. "It is also an economic imperative."

Effective action for the next generation is a longstanding Foundation priority: About 40 percent of Foundation dollars support people under the age of 24. Current demographic and social trends pointed to the need for a sharpened focus on increasing youth opportunity.

The opportunity gap is outlined by Robert Putnam in his book "Our Kids: The American Dream in Crisis" (see Q&A on p.9). Nationwide, kids from low-income families — like Cassidy's — have less access to everything from quality early-childhood education to

advanced placement courses in high school to sports and enrichment activities that provide mentoring and team-building skills. They fare worse academically, are less likely to go to college, less able to get good jobs, less able to contribute to the economic and social well-being of their communities. Nationwide, Putnam reports, family income now matters more than ability in college completion.

The Foundation also helped launch and is funding "Our Kids New Hampshire," an effort to bring conversations about the opportunity gap into the public square — and to the presidential primary. And it is leading efforts to create a nationwide coalition of community foundations working on narrowing the opportunity gap.

Foundation donors Woolsey and Bea Conover of Holderness are supporting New Hampshire Tomorrow.

"I am glad to see that the Foundation is picking up on this," Woolsey Conover said. "Because it is critically important to the future of our state, our region and our country."

"The challenge," Bea Conover added, "is to get enough people thinking about it and doing something about it. You can't listen to the tales you hear daily in the media and not get upset. If you're not getting upset about it, you're not really thinking too much."

Opportunity gap widening

The opportunity gap is widening in New Hampshire.

(continued, p. 8)





Early Childhood Development

Investing to improve the system of early childhood education and increase access to high-quality early childhood programs and practices — so all kids are ready to thrive in school.



Family and Youth Supports

Investing in supports for children and families — including family resource centers, transitional housing, mentoring, summer camps, after-school programs and more to help families and kids to thrive.



Substance Use Prevention and Treatment

Keeping our kids from using alcohol and drugs by making deep investments in proven prevention strategies, including a screening protocol being used in medical settings; advancing the state's plan to improve public and private financing for prevention, treatment and recovery; and providing critical leadership.



Higher Education and Career Readiness

Ensuring that more young people get the education they need to thrive. The Foundation provides more than \$5 million in scholarships annually; is working to increase enrollment and retention and to improve pathways to careers in science, technology, engineering and mathematics.

TO LEARN MORE, VISIT
WWW.NHCF.ORG/NHTOMORROW

While New Hampshire rates second overall for child well-being, those ratings are based on averages. Thirteen percent of our kids are living in poverty — up from six percent in 2000. (Under federal guidelines, a family of four with an income of \$24,250 is considered to be in poverty.)

In New Hampshire, the number of children living in poverty — 34,000 - is more than the combined populations of Portsmouth and Plymouth. And pockets of poverty are growing deeper. Twenty-nine percent of our kids are eligible for free and reduced-priced lunch, a reliable measure of poverty. In some New Hampshire cities, half of all kids qualify. Our kids struggle in other areas too: New Hampshire's young people have among the highest rate of substance use in the country. And our students have the nation's second-highest debt load.

Taking action

"If we do a good job tackling this problem, we've got a great future for New Hampshire," said Steve Duprey, who co-chairs "Our Kids New Hampshire" with former Foundation President Lew Feldstein. "But if we don't address it, it will be tougher for this state to be a great place to live and work and raise a family."

Return on investment in the focus areas of New Hampshire Tomorrow is high — measured in quality of life and in numbers. A dollar invested in early childhood development nets an average \$7 return in productivity and saved societal costs. Services to families and kids — from housing to mentoring — bring a range of returns in productivity and saved societal costs. A dollar invested in prevention of alcohol and drug use

and treatment and recovery saves up to \$12 in productivity and earnings, health care and other societal costs. A person with a bachelor's degree is likely to earn nearly twice that of a person with a high school diploma. And associate degrees and certificates in certain fields significantly increase earnings.

All of our kids deserve our shared investment.

"Our kids are not just our biological kids, but the kids we are related to because we are living among them," said Bishop Rob Hirschfeld of the Episcopal Church of New Hampshire, who serves on the Our Kids New Hampshire Advisory Committee. "I don't think that New Hampshire wants to see kids fall off the cliff."

New Hampshire has its share of challenges when it comes to narrowing the opportunity gap — and it also has some strengths.

"We're small enough," Duprey said, "that I think we can tackle and solve any problem in this state the old-fashioned New Hampshire way: you sit down and you talk it out and you find common ground on solutions."

If the gap is to be narrowed, the Foundation's New Hampshire Tomorrow work will be just part of a larger set of solutions and investments from the public and private sectors.

"Working together," Ober said,
"we can and we must make New
Hampshire a place where all of our
kids — the Cassidys and the Sarahs
— have the opportunity to reach
their full potential. Inaction on this
issue is just not an option."

Jennifer M. Silva, assistant professor of sociology at Bucknell University, contributed to this report.



Robert Putnam of Jaffrey, a Harvard professor and author of "Our Kids: The American Dream in Crisis," spoke with the Foundation's Lois Shea about the growing opportunity gap in New Hampshire.

A generation ago, the notion of opportunity equality in this country seemed pretty solid. What happened?

Income inequality has grown quite rapidly over the last 30 years and, in recent years, has grown even more rapidly in New Hampshire than in the rest of America.

Less well-known is the growing segregation of American society along class lines. Increasingly, rich folks are living in rich enclaves and poor folks are living in poor enclaves.

And there has been a collapse of the working-class family. Most kids being born into what we used to call the "working class" now have only one parent. That's true of all races. That trend is even more marked in New Hampshire than in the rest of the country.

The deeper cause is captured in the title of the book "Our Kids." When I was growing up, when adults talked about doing things for "our kids:" "We've got to pay higher taxes so 'our kids' can have a swimming pool," they meant a pool for all the kids in town. They did

not mean "let's build a pool in our own backyard for our biological kids." Over the last 30 years, the meaning of the term "our kids" has shriveled.

You talk about the opportunity gap as opposed to the income gap...

The growing income gap is part of the reason for the growing opportunity gap. But Americans have historically been much less concerned about income inequality. We thought, "Well, if everybody is getting on the ladder at the same point, and some people climb the ladder faster and get farther, that's good on them." On the assumption that everyone is getting on the ladder at the same point. But, historically, Americans have cared much more about making it true that we're all getting on the ladder at the same point.

The crucial issue is: do all kids in America today have a fair shot? I'm afraid the answer is no.

How is New Hampshire doing?

New Hampshire is a wealthy state. But the trend is going in the wrong direction ... so if we rest on our laurels and say "Well, kids in New Hampshire are doing okay," we're going to be missing the fact that the trends here are even worse than the trends in other parts of the country.

What are the challenges for New Hampshire? Our strengths?

Part of the challenge is just getting people to see this is, in fact, a real problem. It's a serious threat to the economic and social future of the state.

We do have a denser civic fabric here than elsewhere in America. That's a big advantage.

And there is still the ability of leaders and statespeople to talk in a reasonable way about "how can we fix a problem?" The tradition of getting together to figure out how to solve problems — that is distinctively New Hampshire.

What's the role of community foundations in addressing this problem?

Where community foundations are strong, they are the civic backbones of those communities.

What the Foundation has done is to bring people from different parties, sectors and experiences together to talk about the problem and to figure out ways to solve the problem. In today's polarized world, that is a rare asset.

To read more of our interview with Dr. Putnam, visit www.nhcf.org.







to for New Hampshire on Facebook and Twitter.



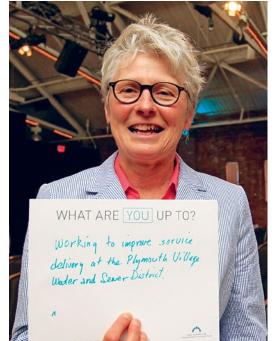




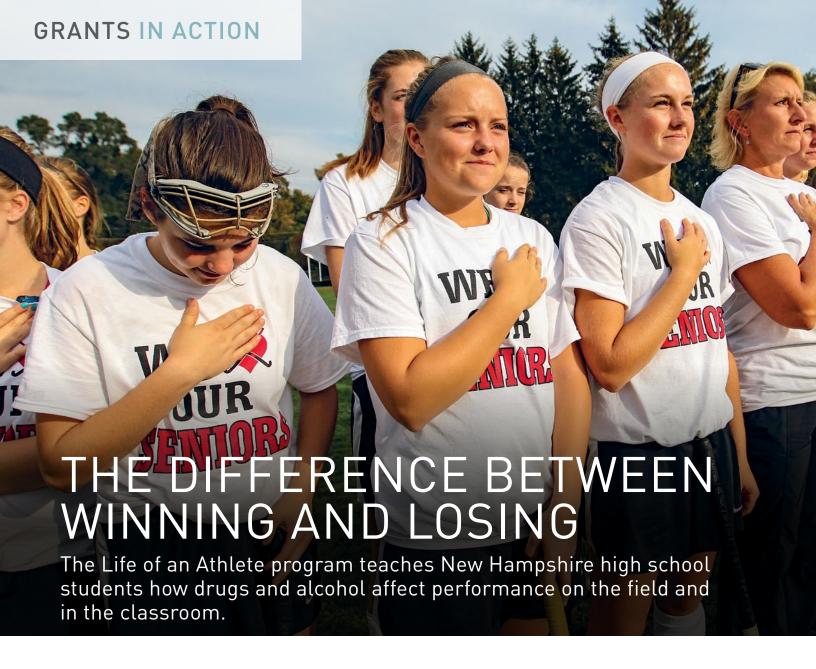












t Concord High School, leaders from the football, field hockey, cross-country, hockey, cheerleading, basketball, soccer and volleyball teams listen politely as a guest speaker from the Life of an Athlete program talks about nutrition, sleep and training.

And then he gets to alcohol.

Alcohol, he explains, is a metabolic poison. As the body works to eliminate the poison, lung capacity is diminished. Reaction time is slowed. You can't accelerate as fast, your lateral speed is diminished, and endurance suffers. Use of alcohol, he says, reduces

performance potential in high school athletes by between 15 and 30 percent.

You can almost hear the calculations whizzing. That's about 17 miles per hour off an 85-mph fastball. That's 2.4 seconds added to a 12-second 100m time.

"That's, like, 30 seconds or more," says a runner, calculating an event time. "That's, like, a good portion of training."

That's real. Much more real than that puzzling egg-in-the-frying-pan metaphor of a generation ago.

The science has the kids riveted: One night of binge drinking wipes out the

equivalent of two weeks of training. Student athletes who drink have a 54 percent rate of injury, compared with 24 percent for those who don't.

The Life of an Athlete program is sponsored by the New Hampshire Interscholastic Athletic Association and supported by the Foundation. Preventing kids from using drugs and alcohol is a component of the Foundation's "New Hampshire Tomorrow" agenda (see article on p.6). The Foundation has made more than \$529,000 in grants for Life of an Athlete, which has been implemented thus far in about half of the state's



high schools. That funding brought in \$500,000 in matching support from the state's Bureau of Drug and Alcohol Services. NHIAA hopes to have the program implemented statewide within five years.

"Student athletes have higher rates of substance use than their non-athletic peers, particularly around alcohol," said Tym Rourke, Foundation director of substance use disorders grantmaking. "Student athletes are often at the core of setting cultural norms in school, and the goal of this program is broad change within the youth community.

The science has the kids riveted: One night of binge drinking wipes out the equivalent of two weeks of training. Student athletes who drink have a 54 percent rate of injury, compared with 24 percent for those who don't.

"A lot of programs don't work because they're too future-thinking. An adolescent isn't thinking about what's going to happen to them in their 30s. This program is different. It looks at substance use and nutrition and exercise and sleep and what risk behaviors do to your athletic performance now ... that level of immediacy is far more developmentally appropriate."

Students practice leadership skills, learn about the effects of media, understand how sleep and nutrition affect performance — and create strategies to share messages and attitudes with peers.

The goal, said Program Coordinator Sara Arroyo, is to "chip away at changing the culture day to day — and embrace that alcohol and drugs aren't cool anymore."

"As you talk about performance and the things that affect human performance, it doesn't apply just to athletics," said Emily Platt, student council advisor at Littleton High School. "It applies to musicians and artists and students who want to be successful in the classroom."

There is evidence that the program is changing behavior.

Recent data compared schools with the program in New Hampshire to those without. A significantly higher percentage of student-athletes in the schools with the program "agreed or strongly agreed" that leaders on their teams helped others avoid alcohol, tobacco and other drug use; encouraged players to get enough sleep and to eat in a healthy way.

And a higher percentage of students who participated said that they avoided alcohol, tobacco and marijuana use to maximize training and performance than those who did not participate.

The program, said a Concord field hockey player, "helped explain how to be an effective leader as well as being aware of how valuable sleep and nutrition are, and all the negative side effects of alcohol." While she already knew much of that, she said, "now I know exactly why."

At the end of the day, the kids get a quiz.

How many weeks of training are eliminated by one night of binge drinking?

Hands shoot up: "Two."

What's the performance percentage lost when athletes drink?

More hands. "Fifteen to thirty..."

That's the margin that could mean the difference between winning and losing. In sports — and everything else. ■

TO LEARN MORE, VISIT WWW.LOANH.ORG



t the Boys & Girls Club of Souhegan Valley, teens are testing sound and lights in the Amato Center for the Performing Arts. Young tap dancers are rocking the dance studio (which doubles as board room). Some kids are going swimming at a town park, and some have returned from fishing. One group has gone to the local library. Cooking classes are on deck. A small tribe bounces a ball through the lobby (the club is fundraising for a new gym), past a display of college banners.

This club is a community home base for people as young as three

and as old as 21. Thirty percent of its 900 members come from low-income families. Some live with their families in cars, surfing couches.

When Bonnie Draper learned, from the Foundation's Director of Grantmaking Anne Phillips, that the club needed help providing scholarships for kids whose families were struggling, she stepped in.

"All kids should have an opportunity to enjoy life and walk around with their heads held high," Draper said. "If I can make a difference, that's wonderful. I just want to give them an opportunity, and put a smile on their face, and make them feel proud of themselves."

From her donor-advised fund at the Foundation, Draper recommended a grant of \$15,000 that helped give kids access to everything this Boys & Girls Club offers: a safe before-and-

"All kids should have an opportunity to enjoy life and walk around with their heads held high."

-Bonnie Draper



after school space. Summer camps. Mentoring. Homework help and college prep. Rock climbing. Art and music and dance and swim lessons.

"Her wonderful investment in kids means the whole community does better," Phillips said.

The grant came at a critical moment: State and federal funding had diminished precipitously as need had grown increasingly acute.

And Draper's gift brought about sweeping change, serving as both foundation and catalyst for the club to transform its scholarship offerings, raise additional funds and provide more families with deeper support.

The club gave out \$15,000 in scholarships in 2009.

In 2015, it gave out \$140,000.
"That was like seed money," said
Nancy Amato, who serves on the
club's board and, with husband Paul,
is a longtime and generous supporter.

Bonnie's consistent support has anchored the club's scholarship program since. And need continues to grow.

Megan Hammes grew up at this club and "loved all of it." Now she is a counselor, working with kids for whom the club is a buoy of consistency and caring. "Seeing kids gain confidence here is really cool," she said.

Neither the kids nor club staff members know who gets the scholarship help.

"Everyone's equal," Draper said, "and that's how it should be."

When Bonnie Draper was a kid, her parents both worked and were rarely home. She really could have used a Boys & Girls Club. Knowing that she is giving kids in her community that gift now, she said:

"It makes my heart beat stronger."

TO LEARN MORE, VISIT WWW.SVBGC.ORG



Harry Holland grew up in East
Corinth, Vermont. His parents were
married there, raised their family
there and died there. The Holland
homestead remains in the family.

Like his parents before him,
Holland is a generous supporter
of the organizations that build
community in East Corinth and
surrounding towns: the library, the
health center, the food pantry and
the church, the ball fields and local
ski area, the historical society.

Holland, who now lives in
Hanover, wanted help with
his charitable giving from an
organization with deep grantmaking
experience, knowledge of local
communities and a commitment to
working closely with donors.

He and his financial advisor, Bill Oates of Northeast Investment Management in Boston, came to the Foundation.

"Being able to move the money right into his backyard makes a lot of sense," Oates said.

But Holland wanted Oates to keep managing that money.

Harry Holland and Bill Oates go back a long way. Oates started managing the Hollands' money more than four decades ago and has worked with other members of the family.

"He's always been the investment

guru and a good friend," Holland said.

So Holland established a donoradvised fund at the Foundation, while having Oates continue to manage those assets as an individually managed fund.

With an individually managed fund, the money is gifted to the Foundation but invested by an advisor recommended by the donor and approved by the Foundation. In this case, Bill Oates. Oates is managing the fund to ensure that assets are available for the next generation's philanthropy. Holland's daughter-in-law works with him on the family's giving.

Holland had a charitable fund at a large financial institution that he transferred to the Foundation to create the Holland Fund. The fund setup was simple, Oates said, the transfer made with a single check.

"And they are satisfied and calmed by having no transition in management," Oates said of the Holland family.

"I think it's terrific," Oates said. His client gets expert, local assistance with grantmaking; nonprofits doing critical work in communities benefit from the Hollands' generosity; and a longstanding client-manager relationship remains unchanged.

"It's a win-win-win," Oates said. ■

To learn more about individually managed funds, please contact Jenifer Cannon at ihc@nhcf.org or 800-464-6641, ext. 22261.



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